

	<p>Illinois Small Business Development Center Network</p> <p><b>WEEKLY CONNECTION</b></p> <p>Entrepreneurship ~ Innovation ~ Technology</p>	
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## January 5, 2015

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### **Spotlight on Success – Dental USA**

Dental USA has enjoyed success in international markets; however they had never attended the International Dental Show (IDS) trade show in Cologne Germany. This event takes place every two years and is the largest dental trade show in the world. After the Illinois SBDC International Trade Center (ITC) at the College of DuPage had discussions with the owner and business development manager, it was clear the firm was ready to attend IDS to cultivate global business opportunities. Zach Person, the international trade advisor at the ITC assisting Dental USA worked with the Office of Trade and Investment at the Department of Commerce and Economic Opportunity (DCEO) to help the firm secure an iSTEP Grant to help Dental USA defray costs to participate in the IDS. Company budgets were tight and the iSTEP grant made it possible for Dental USA to make a very productive trip to Cologne that will create more international orders for their high quality products. Dental USA currently exports to Turkey, Japan and South Korea and Zach noted, "2015 is going to be a very good year for their international business expansion."

### **Maximizing Neoserra – Reviewing & Correcting Milestones**

Please review change in staff, jobs retained and capital funding milestones for December 2014 to ensure that they all show positive numbers. Any Economic Impact or Capital Funding milestone with a red symbol signifies a negative number and needs to be corrected. You should be able to correct these by using the "Edit" button in each milestone detail entry.

### **Military Bridge Program**

The demand for nurses is on the rise – experts note that there will be thousands of job openings between now and 2020 – and veterans with relevant experience are extremely well-suited for these careers. That's why our department teamed up with several colleges to launch a Military Bridge Program that gives credit for prior learning and offers eligible veterans an accelerated way to become a Licensed Practical Nurse (LPN).

College of DuPage, Joliet Junior College, and Illinois Central College are now offering an **8-week, 6-credit program** customized for veterans who have previous training through the [METC Basic Medical Technician Corpsman Program](#). Students completing the LPN Bridge Program will be awarded a Practical Nursing Certificate and will be eligible to sit for the national Practical Nurse Licensing Exam (NCLEX-PN). See the attached brochure for more details.

### **SAVING VETERANS TIME AND MONEY**

It's important to underscore how valuable this program is, particularly how it saves veterans time and money in obtaining a high-demand professional certification:

- **Tuition and Fees** are reduced from approximately \$15,360 to \$2,950. That's a savings of more than \$12,000 (costs may vary slightly based on the college).
- **Training Requirements** are reduced from roughly 1,600 hours to 250 hours (42 credit hours to 6 credit hours). That's an 18-month reduction.

### **PROGRAM START/END DATES**

- **March 9 to May 8, 2015** – [Joliet Junior College](#)
- **June 8 to August 2, 2015** – [College of DuPage](#)
- **August 17 to October 10, 2015** – [Illinois Central College](#) (in East Peoria)

### **ELIGIBILITY**

Open to Navy and Air Force veterans that successfully completed the METC Basic Medical Technician Corpsman Program within the last five years (Navy Corpsman, Air Force Med Techs, etc.). If more than five years, demonstrate at least one year of experience using corpsman skills in last five years (as verified by a letter from a current and/or previous employer).

### **IN-DISTRICT TUITION**

Students will be charged in-district tuition regardless of where they live.

***For more info on how veterans can turn their military learning into career and credentialing opportunities, visit [www.veterans.illinois.gov/statelicens](http://www.veterans.illinois.gov/statelicens).***

### **Valued Resources – SHOP Marketplace Webinar Series**

**SHOP Marketplace Webinar Series** - The Center for Medicare and Medicaid Services, CMS, is offering a webinar series for small business employers, agents, brokers and other interested stakeholders, about important changes in the Small Business Health Options Program (SHOP). The webinar will be offered **every Tuesday, 2-3 pm ET** from January 6 – February 24, 2015. [See the full schedule.](#)

### **Network News and Moves – Interesting Facts**

Interesting Facts about small businesses and entrepreneurs compiled by NewGround Publications:

1) SBA Loans reach record high

The SBA 7(a) Loan Program reached a lending record in FY 2014 (Sept. 30) with 52,044 approved loans at \$19.19 billion, a 12 percent increase in the number of loans and 7.4 percent increase in the dollar amount over FY 2013.

2) Banks approving more loans

Large banks approved 20 percent of small business loan requests in June 2014, up 9 percent vs. three years ago.

3) Credit unions expand business lending

Credit unions expanded business lending during the economic downturn. About 2300 or 35 percent of the 6600 credit unions nationwide offer Member Business Loans/MBLs.

4) Veterans own small businesses

U.S. veterans own 2.4 million small businesses, employ almost six million Americans, and generate more than \$1.2 trillion in receipts

5) Small business owners wish they were more literate

40 percent of small business owners identify themselves as financially illiterate and 66 percent wish they knew more about finances.

Facts Sources:

- 1) Small Business Administration
- 2) Biz2Credit
- 3) CUNA
- 4) Census Bureau and the Dept. of Veterans Affairs
- 5) QuickBooks survey



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The **WEEKLY CONNECTION** is distributed by the Illinois SBDC and DCEO Office of Entrepreneurship, Innovation & Technology each Monday to members of the DCEO Illinois SBDC Network to provide the service delivery partners with regular updates on small business issues, opportunities and resources. You may send any information to share with the Illinois SBDC Network to [Tom.Becker@illinois.gov](mailto:Tom.Becker@illinois.gov). Please feel free to forward this update to other interested resource providers and key stakeholders.

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